

Second-hand Trumpf Machines from Switzerland

Thurgau proves to be the right choice of business location



Oskar Broziat, Owner and Managing Director of Oskar Broziat Maschinen AG

By purchasing, overhauling and selling second-hand TRUMPF machine tools, Oskar Broziat discovered a gap in the market. Originally based in Germany, the company quickly expanded its activity to the international market. To simplify customs formalities, the decision was taken in 1999 to relocate to Tägerwilen in Switzerland. Today, the company is part of the worldwide market-leading Broziat Group.

Full service provider with over 30 years' experience

The core competence of Oskar Broziat Maschinen AG lies in purchasing, overhauling and selling second-hand TRUMPF machine tools. Calling on long-standing experience and specialisation, the company can offer its customers comprehensive advice concerning their production tasks solution. In doing so, it has access to the world's largest range of second-hand TRUMPF machines from the Broziat Group pool. Furthermore, a service package comprising transport, assembly, commissioning, training and production accompaniment is also available. An integral part of the Broziat Group and cooperating with partners worldwide, the company can provide an on-site repair and maintenance service.

Company-friendly Swiss customs office

The decision to relocate the company to Switzerland from its original home in Germany was based on positive experiences with the Swiss customs office. The owner and company manager, Oskar Broziat, encountered very few restrictive and numerous



Oskar Broziat Maschinen AG was founded in Allensbach, Germany, in 1982 and is a full-service provider for second-hand TRUMPF machine tools. It specialises in selling and overhauling second-hand TRUMPF laser cutting machines, punch machines, punch-laser combination machines and break forming presses. Since 1999, the company has been based in Switzerland. The Tägerwilen site employs some 25 workers.

Oskar Broziat Maschinen AG is an independent entity in the Broziat Group with three sites in Germany as well as one site in France and another in Switzerland. The group boasts a total of about 85 employees and serves sheet metal forming users from around the world, assuming the position of market leader in its specific market.

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helpful customs officials who were all extremely company-friendly. In addition to Central and Southern Europe, the main markets of Oskar Broziat Maschinen AG include the entire Balkans, Turkey and the Middle and Far East including China and India. TRUMPF machines are produced in both Germany and Switzerland. There is absolutely no problem, for example, in selling machines in Germany that were produced in Switzerland. The free trade agreement with the EU comes into play here and the products are not subject to customs duties.

Furthermore, Switzerland is a member state of the WTO and currently operates 28 free trade agreements outside the EU. It is even one of the few western countries to maintain such an agreement with China.

Liberal Swiss labour law

Oskar Broziat notes higher productivity, motivation and loyalty of employees in Switzerland. Furthermore, he appreciates the country's liberal labour law. This enables him to take a flexible approach to any market changes that might arise as he did when the Swiss National Bank abandoned the minimum exchange rate with the euro, resulting in a strong Swiss franc (January 2015). In agreement with the staff, the company was able to overcome the situation within six weeks. A certain number of changes were made, such as paying the salaries of cross-border workers in euros and raising the working week from 42.5 hours to 45 hours again without wage compensation for employees living in Switzerland.

Thurgau: proximity to the border, good traffic situation

The choice of Thurgau was based on its proximity to the German border and its good international transport connections. Furthermore, Tägerwilen provided the company with a good offer for a production hall with offices in a very good location. Oskar Broziat finds the cooperation with the authorities extremely simple, competent and quick. A company can be founded, for example, within two weeks in favourable conditions. Work permits for new employees from the cross-border labour market can be obtained in a pleasantly unbureaucratic manner.

From a personal point of view, the beautiful landscape, the cleanliness and the outstanding transport infrastructure is greatly appreciated. The reliability of the administrative bodies and the perceived safety also make a considerable impression.

Quick facts

Origin: Germany
Branch: mechanical engineering
(maintenance and trade)
In Thurgau since: 1999

Main reasons for choice of location:

- simplification of customs formalities
- proximity to the German border
- uncomplicated authorities